

Selling a Leasehold Property

A Simple, Straightforward Guide by Greater London Properties

Selling a leasehold property can feel more complex than a freehold sale - but with the right team behind you, it doesn't need to be difficult.

At Greater London Properties, our experienced team has successfully helped hundreds of homeowners across London sell their leasehold properties. We understand the nuances, the paperwork, the timing involved, and we know how to make the process smooth and stress-free.

In this guide, we'll walk you through the key steps, explain what's different when selling leasehold, and share some essential advice for choosing the right support team.

If at any point you'd like to speak to us directly - whether you have questions or you're ready to book a free valuation - just give us a call. We're always happy to help.



Leasehold vs. Freehold: What's the Difference?

If you're selling a leasehold property, it's useful to understand what makes it different from a freehold sale:

Freehold

You own the building and the land it sits on - permanently.

Leasehold

You own the property for a fixed number of years, but not the land it's on. When the lease ends, ownership reverts to the freeholder unless extended.

Most leases are long - often 99, 125, or even 999 years. But if your lease is approaching 80 years or less, this can affect the value and saleability of the property, so it's worth getting advice early.



As part of the sales process, you'll need to complete a **TA7 Leasehold Information Form**, which asks for:

- Details about the freeholder and managing agent
- Ground rent and service charge info
- Notices and correspondence
- Lease terms and conditions

Don't worry - we'll guide you through every part of it.

Choosing the Right Solicitor (It Matters More Than You Think)

Selling leasehold means extra paperwork, timelines, and checks. That's why choosing an experienced solicitor is absolutely essential.

Here's what to look for:

Specialist experience in leasehold sales

Always ask directly.

Clear and transparent pricing

Request a fixed-fee quote with all costs outlined.

Strong recommendations

Ask your estate agent (us!) for trusted referrals.

No referral fees

We only recommend solicitors based on quality, not commission.

Accreditation

Check they're members of the Law Society of England and Wales.

Avoid "too good to be true" pricing

Some cheap online firms cut corners and cost you time.

Need a recommendation? Just ask. We'll happily introduce you to solicitors who are reliable, responsive, and efficient - ones we've worked with successfully time and again.

How We Sell Leasehold Properties

At Greater London Properties, we follow a tailored seven-step approach:



1. Understanding Your Situation

We start with a conversation. Why are you selling? When do you want to move? For leasehold homes, we'll also ask about lease length, ground rent, and service charges because these all impact how we position your property.



2. Accurate, Expert Valuation

We'll give you a realistic, evidence-based valuation that considers similar properties, your lease length, and current market trends.



3. Strategic Marketing

We'll create a bespoke marketing plan including professional photography, targeted social media campaigns, premium portal listings, and direct outreach to registered buyers looking for properties just like yours.



4. Smooth Viewings

We take care of all viewings, working around your schedule and giving buyers the full picture of your property's leasehold status.



5. Strong Negotiation

Offers are handled carefully and strategically - we'll help you choose the best one and negotiate the strongest terms.



6. Managing the Process

We'll liaise with solicitors, managing agents, and buyers to keep everything on track. Leasehold sales can take longer but we stay proactive, removing delays wherever possible.



7. Celebrating the Sale

We don't consider our job done until the sale completes and you're completely happy.

Your Moving Checklist

Here's a quick guide to keep your move organised:

- 1 — Get a valuation**

Start with three agents and choose the one with the best plan and reputation (we'd love to be one of them).
- 2 — Collect paperwork**

Lease agreement, service charge statements, ground rent info, and warranties.
- 3 — Instruct a solicitor**

Choose one with leasehold expertise.
- 4 — Start packing early**

Box up anything non-essential.
- 5 — Declutter**

Donate, sell or recycle items you don't want to move.
- 6 — Research removals companies**

Get quotes and check insurance.
- 7 — Notify utilities and banks**

Arrange change of address.
- 8 — Sort insurance**

Get quotes for your new place starting from the completion date.
- 9 — Pack an essentials box**

Kettle, tea, chargers, and documents.
- 10 — Keep key items with you on moving day**

Wallet, phone, ID, medication.

Let's Talk – Book Your Free Valuation Today

Thinking of selling your leasehold home? Or just looking for honest, expert advice?

We're local, experienced, and happy to help – whether you're ready to sell now or just starting to explore your options.

Call us at your nearest branch:

Bloomsbury

020 7113 1066

West End

020 7734 4062

Dulwich/Herne Hill

020 7292 2550



[Book a Free Valuation here](#)